

Message Text

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PAGE 01 STATE 228729
ORIGIN NEA-10

INFO OCT-01 ISO-00 COME-00 EB-08 L-03 CIAE-00 INR-07
NSAE-00 /029 R

DRAFTED BY NEA/ARP:J J ZIOLKOWSKI:LB

APPROVED BY NEA/ARP:J W TWINAM

USDOC/CAGNE:S D TENNEY (INFO)

NEA/RA:D MORRISON (INFO)

-----113548 240339Z /20

R 222229Z SEP 77

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

CONFIDENTIAL STATE 228729

E.O. 11652: GDS

TAGS: ETRD, KU

SUBJECT: KNOLL INTERNATIONAL DROPS OUT OF COMPETITION
TO FURNISH KUWAIT AIR BASES

1. CREIGHTON REED OF KNOLL INTERNATIONAL INFORMED NEA/ARP THIS WEEK THAT IT HAD DECIDED AT LAST MINUTE NOT REPEAT NOT TO BID ON TENDER FOR FURNISHING AIR BASES. COMPANY FELT THAT LANGUAGE IN TENDER DOCUMENTS WAS INCOMPATIBLE WITH NEW U.S. ANTI-BOYCOTT REGULATIONS, REED SAID.

2. IN RESPONSE TO QUESTION FROM ARP, REED SAID HIS COMPANY DID NOT REPEAT NOT DISCUSS REMOVAL OF BOYCOTT LANGUAGE WITH ANY GOK OFFICIALS BUT CONFINED DISCUSSIONS TO ITS AGENT, CANAR TRADING. CANAR REPRESENTATIVE, SAMIR QATTAINEH, APPARENTLY ADVISED REED THAT BOYCOTT LANGUAGE WAS PERMANENT FIXTURE OF TENDER DOCUMENT. REED SAID THAT POSSIBILITY EXISTED OF ASKING GOK OFFICIALS TO REMOVE BOYCOTT LANGUAGE BUT TENDER DEADLINE DID NOT PERMIT TIME FOR WHAT COULD HAVE

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BEEN LONG NEGOTIATION. IN ANY CASE, REED SAID, THERE IS NO INDICATION THAT KUWAITI OFFICIALS FELT ANY SPECIAL NEED TO MAKE EXCEPTION IN CASE OF KNOLL INTERNATIONAL SINCE THERE ARE OBVIOUSLY A LOT OF FURNITURE SUPPLIERS INTERESTED IN THE KUWAITI CONTRACT.

3. REED SAID, ASIDE FROM BOYCOTT, HE FELT HIS COMPANY'S

CHANCES TO WIN CONTRACT WERE GOOD SINCE U.S. FIRM
MCGAUHEY, MARSHALL AND MACMILLAN HAD SET SPECIFICATIONS
USED IN TENDER DOCUMENT AND KNOLL'S PRODUCTS MEET MANY OF
THESE SPECIFICATIONS EXACTLY.

4. REED SAID HE GREATLY APPRECIATED ASSISTANCE PROVIDED
BY COMMERCIAL OFFICER ROBERT ATCHESON AND FSL COMMERCIAL
ASSISTANT MARY EID. HE ADDED THAT HE WAS INFORMING CANAR
TRADING OF HIS COMPANY'S DECISION THIS WEEK.

VANCE

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY EQUIPMENT, PROPOSALS (BID), MILITARY BASES, BOYCOTTS
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Sep-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE228729
Document Source: CORE
Document Unique ID: 00
Drafter: J J ZIOLKOWSKI:LB
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770347-0815
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770931/aaaabamr.tel
Line Count: 72
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: bcf6ea3f-c288-dd11-92da-001cc4696bcc
Office: ORIGIN NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 21-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1167214
Secure: OPEN
Status: NATIVE
Subject: KNOLL INTERNATIONAL DROPS OUT OF COMPETITION TO FURNISH KUWAIT AIR BASES
TAGS: ETRD, MARR, KU, KNOLL INTERNATIONAL
To: KUWAIT
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/bcf6ea3f-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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